

CROSSROAD

VENTURES GROUP

your real estate compass.



Partnered with:



WHO WE ARE

Crossroad Ventures Group is a commercial real estate company with the vast experience to help you navigate your decision whether or not to sell your car wash business. CVG is also well equipped to help with all the contractual obligations to complete the transaction including purchase contracts and thorough due diligence documents. These will help seal the deal with lenders and Buyers with great ease. **CVG has over 100 years combined experience and with transaction experience valued at over \$1 Billion in total transactions.** CVG has experience designing car washes and dealing with the arduous task of development from ground up. CVG also has experience dealing with the stabilization and redesign of existing facilities to maximize sales and car wash performance. Trusting CVG with your confidential business sale and our proprietary non-disclosure process will allow you to sell your business with confidence and utmost confidentiality. We are your real estate compass.



100+ YEARS EXPERIENCE

Crossroad Ventures Group combines over 100 years experience with a unique platform of specialized services. If you need to build a new project, manage a commercial building, or need a competent professional to assist in buying/leasing a building or home, selling or buying a car wash, Crossroad Ventures Group can provide the creative solutions to your critical decisions in commercial and residential real estate.

OUR TEAM



JIM ESWAY

- Real Estate/Car Wash Consultant
- Over 40 Years In The Business
- Buyer/Seller Representation



MIKE TRAINOR

- Professional Car Wash Business
- Car Wash Equipment Consultant
- Car Wash Development



JAKE MEDEIROS

- Financial Modeling
- Due Diligence
- Prospecting



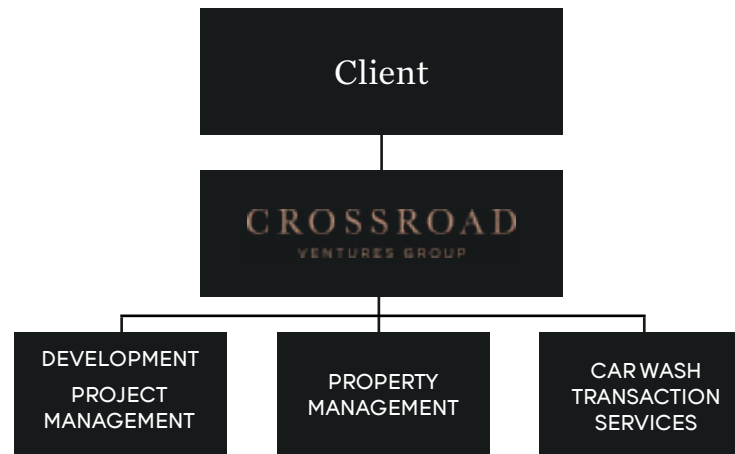
WILL ESWAY

- Contracts/Marketing
- Transaction Manager
- Car Detailer/Mechanic

OUR SERVICES

The focus of Crossroad Ventures Group is to provide unparalleled service to clients that require assistance with development, project management, construction management, property management, commercial brokerage, car wash transaction services, and residential brokerage .

We are a full service real estate company.





CAR WASH TRANSACTION SALES/PURCHASING SERVICES



your real estate compass.

BUSINESS SALE SERVICES

- Price negotiation with Buyer and Seller
- Provide list of sales comps
- Supply NDA to all prospective buyers
- Collection of seller financials and tax returns
- Proprietary Due Diligence Requirements list to expedite process
- Management of escrow timelines to ensure sale stays on track
- Coordinate financing with buyer by a combination the following: Cash from Buyer, Seller Carry-Back Notes, SBA Loans, Private Money Loans, Conventional Financing
- Negotiating transition terms for Buyer and Seller

LEASING SERVICES

- Negotiation of Land Lease terms if applicable
- Negotiation of leases with tenants
- Preparation of leases on behalf of owner

QUALIFICATIONS

- Northern California car wash consultants
- Car Wash sales team experienced in car wash sales & development
- \$50 Million in pipeline of car wash sales for 2023
- Experienced Real Estate Professionals
- Business and Real Estate Valuations
- Confidential Proprietary Sales Process
- Lender Relationships and Financial Modeling
- Buyer Network looking for car washes to purchase
- Equipment Audit by third party professional

ADMINISTRATIVE SERVICES

- In house Marketing/Listing Team
- Confidential listing page for your car wash listing
- Brochures made in house
- Car wash listed on BizBuySell, Loopnet, USA Today, All Business platforms
- Tailored NDA/CA Agreement for each individual wash

CAR WASH DEVELOPMENT



1 10- NEW FROM NORTH
10-01



2 10- NEW TOWARD TUNNEL CENTER
10-02



3 10- NEW TOWARD CAR WASH NORTH ELEVATION
10-03



4 10- NEW TOWARD NORTH STATION
10-04



10-05-2017
10-05-2017
10-05-2017

Rocklin Car Wash

- Designed with 145 Foot Tunnel
- 5,200 Square Foot Building/Tunnel Equipment/Office Restrooms
- Designed With A Solar Canopy For Detail Area



CAR WASH DUE DILIGENCE

DOCUMENTS REQUIRED

- Inventory, including work in progress
- Machinery List
- Furniture, fixtures, and other equipment lists
- Other personal property list
- Leasehold improvements
- Government Licenses and permits
- Customer Lists
- Fictitious business name statement if applicable
- Trade names and trademarks
- Logos
- Copyrights and patents
- Schedule of accounts receivable
- Business appraisal
- Other Assets
- Schedule of accounts payable
- Other liabilities
- Sales Tax Returns for last 2 years
- Federal and state income tax returns for last 2 years

DOCUMENTS CONTINUED

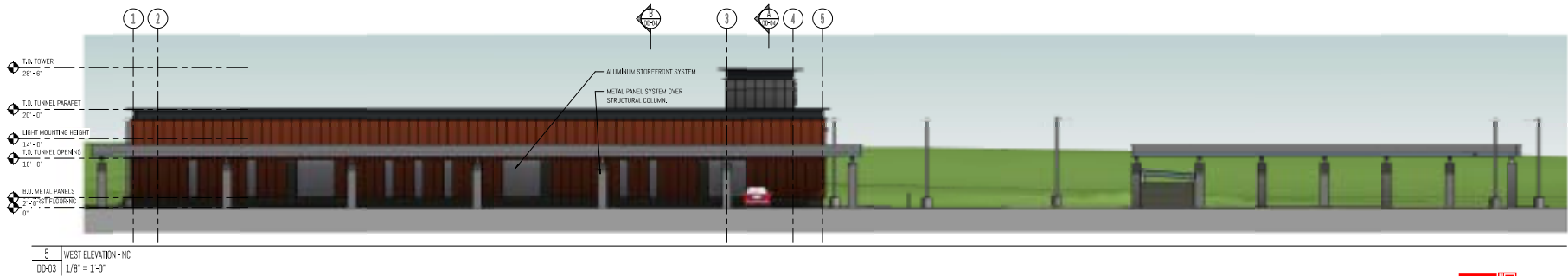
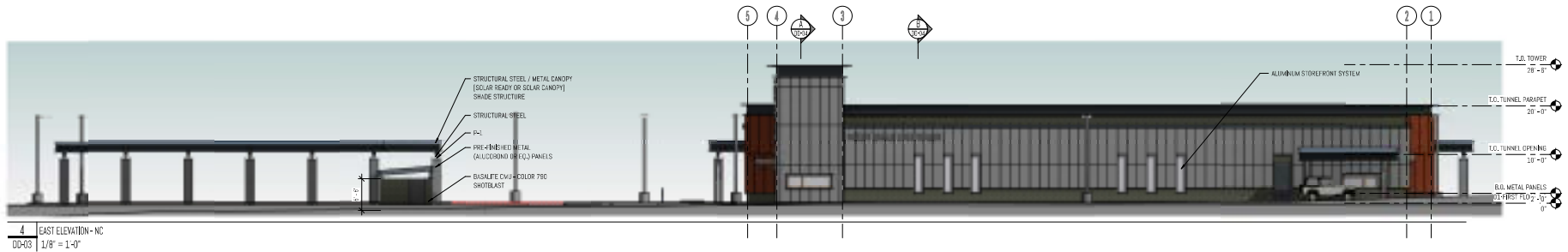
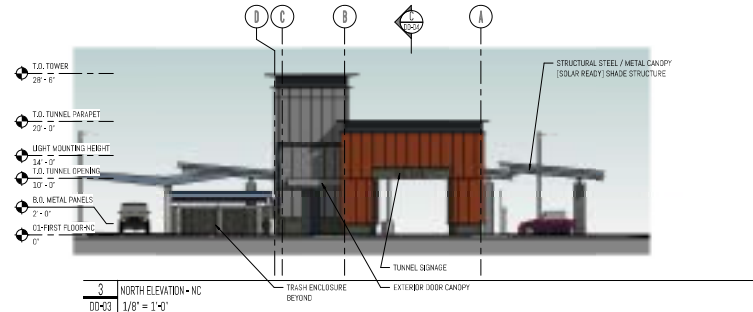
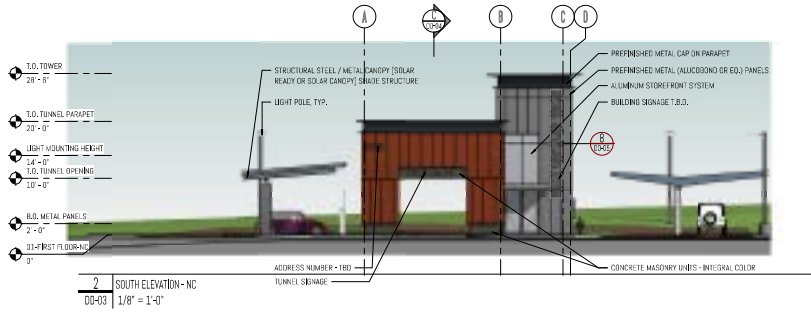
- Employment withholding returns for last 2 years
- Signs and advertising materials
- Telephone and fax numbers
- Websites, URL addresses and Email addresses
- Vendor lists and catalogs
- Goodwill
- Agreements not to compete
- Franchise agreements
- Distribution rights
- Employee lists and information
- Computer and customer software
- Customer Deposits
- Leases

QUESTIONNAIRE

Full List of questions for Full-Service/Flex / Express Car Wash:

- Total amount of employees
- Names & Positions of Current HR & Accounting Employees
- Labor Costs including Worker's Compensation Percentage
 - Does this include Owner's Pay?
- Employee Bonus Plans
- Time customer waits-speed "on and off the property"
- Average Ticket Cost?
- List of Car Wash / Detail Packages / Price of each
- Last time Prices were Raised
- Detail packages and monthly volume
- Last time pits were cleaned for the sand oil separator?
- Any chemical or preventative maint. agreements with vendors
- New equipment installed, or rebuilt (Full Equipment List)
- How long ago was the chain and rollers replaced?
- Full List To Be Provided In Proposal

Rocklin Car Wash Elevations



WILLIAMS ARCHITECTURE STUDIO
614 5th STREET
ROCKLIN, CA 95765
916.284.0077

WEST OAKS CAR WASH

B. CHAUDHRI
WEST OAKS BLVD, ROCKLIN, CA, 95765
PLACER COUNTY | APN#017-284-022

07/13/22

SCHEMATIC ELEVATIONS

DD-03

PKR/DCL

11/28/2022 9:37:58 AM



TRANSACTION MANGEMENT COMMERCIAL SERVICES

Crossroad Ventures Group provides exceptional brokerage services by combining the background in other aspects of commercial real estate with over 100 years of brokerage experience.

ULTIMATE DEAL ARCHITECT

We can view the transaction from the perspective of a Buyer, a Seller, an Investor, a Developer, a Landlord and a Tenant all at once, allowing us to structure creative solutions to the greatest benefit of our clients. Proprietary tools such as Lease Vs. Buy analyses combined with up-to-the-minute market knowledge allows Crossroad Ventures Group to quickly and effectively compare potential properties, and give critical advice on the best decision. We are a commercial real estate services company with a customer-service oriented approach to brokerage. Our goal is our clients success. Our unique combination of experience has earned us the title of “the ultimate deal architect” by our clients because of our ability to consider many more aspects of a deal than a traditional broker. Our exclusive focus on commercial real estate gives us the expertise in commercial sale and lease transactions that allows us to exceed the high standards of executives and real estate investors. We are experts in commercial real estate.



JIM ESWAY
President/CEO, Crossroad Ventures Group

568 N. SUNRISE AVE., ROSEVILLE, CA

43,335 SF, 3 Story Class B Medical Office Building.

Crossroad Ventures Group developed and facilitated the sale of this project in 2008 and currently manages this property.





PROPERTY MANAGEMENT COMMERCIAL SERVICES



your real estate compass.

FINANCIAL SERVICES

- Receipt of rent and other receivables
- Processing for payment of property invoices
- Maintaining an accurate rent roll
- Annual budget preparations
- CAM reconciliations
- Base Rent and/or NNN adjustments
- Monthly owner reports
- Planning for capital requirements
- Capital improvement schedule
- LLC Partner distribution allocation control

LEASING SERVICES

- Marketing of spaces available for lease
- Prospective tenant and/or business screening
- Negotiation of lease terms
- Preparation of leases on behalf of owner

VENDOR MANAGEMENT

- Bidding and engagement of property service vendor
- Review and execution of service contracts
- Monitoring vendor performance
- Collection of vendor certificates of insurance
- Tenant lease compliance and associated correspondence
- Receive and act upon tenant service requests
- Regular site visits and tenant contacts

ADMINISTRATIVE SERVICES

- Lease disputes/administrative inquiries
- Maintenance of tenant lease files/information
- Abstracting of new leases and amendments to leases, etc.
- Collection of tenant certificates of insurance
- Coordinate legal issues such as tenant defaults/disputes, slip and falls, etc.

8150 INDUSTRIAL BLVD., ROSEVILLE, CA
202,051 SF. 4 Multi-Use Office Buildings
Crossoad Ventures Group facilitated sale, leasing, and property management.





DEVELOPMENT / PROJECT MANAGEMENT SERVICES

Our Project Management Process is a seamless process, proving a single point of contact. It is proven to maximize our client's time, quality and money with a proprietary comprehensive project management playbook.

DEVELOPMENT/PROJECT MANAGEMENT SERVICES

- Definition of physical needs
- Conceptual budgeting
- Proforma analysis scheduling
- Value engineering
- Site planning and design coordination/support
- Technical team assembly and management
- Site Selection and acquisition
- Land due diligence coordination
- Project financing/financial evaluation
- Detailed design
- Architectural and engineering coordination
- Coordination of project approvals, permitting and obtaining entitlements
- Owner representation construction management
- Move-in assistance and completion of punch list items

CONSTRUCTION MANAGEMENT

- Project organization and scheduling
- Initiation and supervision of the bid negotiation process
- Contractor selection and contract negotiation
- Review of the subcontractor selection
- Review of the contract negotiation process
- Project administration, accounting and reporting
- Change order processing and control
- In-process value engineering
- Project schedule control
- Quality control
- Project punch list and Closeout
- Move-in coordination

1370-1390 VINCI AVENUE, SACRAMENTO, CA
5,100 - 30,000 Newly Constructed Industrial Metal Buildings w/ Yard
Crossroad Ventures Group facilitated purchase, development, leasing and property management



JIM ESWAY

President/CEO



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107 Center Street
Roseville, CA 95678

Jim Esway

Prior to forming Crossroad Ventures Group, Jim was the regional vice president for the Trammell Crow Company for three years where he initiated the development of Granite Pointe in Roseville. Prior to joining TCC, Jim implemented the Sacramento growth strategy for Spieker Properties for 6 years as a Project Director. His leadership role included growing the portfolio through development, acquisition, management, leasing and construction management. Jim was successful in completing the turnkey developments of 200,000 square feet of class A office buildings and 380,000 square feet of industrial product.

During his tenure, he helped grow the portfolio through acquisition and development efforts valued at over \$130 million and managing an annual net operating revenue budget of over \$10 million. Prior to joining Spieker Properties, Jim was a top performing commercial real estate broker for 13 years in the Bay Area and Sacramento involved in over 300 transactions including sales and leasing of office, R&D, and industrial properties. Jim has over 40 years of experience in commercial real estate.

MIKE TRAINOR

Car Wash Consultant



Mike Trainor

Crossroad Ventures Group and Trainor Car Wash Consulting have joined together to create a team with unparalleled intellectual capital in the Car Wash Business.

Mike Trainor has owned and operated over 9 car washes in the Greater Sacramento area. Mike managed and owned Aquatech Wash Systems for 34 years before selling the business.

Aquatech Wash Systems was one of the largest car wash distributors in the USA, originally founded in 1975. The company was successful in assisting many car wash owners reach their car wash business goals. Aquatech Wash Systems sold parts, supplies, consulting, service, planning, and operated a chemical manufacturing facility.

Mike was able to assist over 800 car wash entrepreneurs, through design-build services and supply of needed parts to operate the car wash facilities. He serviced hundreds of car washes from Merced to the Oregon border and Northern Arizona. Mike has developed true intellectual capital to provide the needed advice for any type of car wash including express car washes, full service, self service, coin-operated, rollover gas station locations, truck and gas washes and car dealer fleet washes.

MIKE TRAINOR
PRESIDENT

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☎ 916-480-9771
📍 3151 MONTROSE WAY IN COLUSA HILLS, CA 95923
🌐 WWW.TRAINORCARWASHCONSULTING.COM

TRAINOR
CAR WASH CONSULTING

JAKE MEDEIROS

Chief Financial Officer



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Jake Medeiros

Jake Medeiros joined Crossroad Ventures Group in 2016 as an accounting intern as he studied to obtain his accounting degree. He graduated in 2018 with a BS in Business Administration with a Major in Accounting from the University of Nevada, Reno. Jake not only obtained the degree in Accounting, but now has hands on experience as he assists the company with all facets of payables, receivables, and budgeting for over 25 real estate management accounts and upwards of 110 commercial properties. Jake prides himself on making few errors and practicing thorough accounting procedures to ensure reports are timely and financials are accurate for each of our clients.

Our company manages over one million Square Feet of commercial buildings, which includes over 120 tenants, and includes works in trust to facilitate millions of dollars of transactions and it is imperative that integrity be the paramount characteristic of his role. Integrity coupled with a high level of service to our customers allows our clients to have peace of mind knowing that their properties are running smoothly. Jake interacts with many parties on a daily basis and he is the ultimate team player.

In his role of Chief Financial Officer, Jake works closely with the owners and CPA's of over 25 trust accounts. His responsibilities, in tandem with Jim Esway, include reconciling bank accounts, developing Investment Analyses for current and potential clients, creating annual budgets for each property we manage, producing monthly financial reports and much more. We work as a team to meet our client's needs, and the cooperation of our team starts and ends with Jake Medeiros.

WILL ESWAY

Chief Operating Officer



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107 Center Street
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Will Esway

Will joined Crossroad Ventures Group in 2015 after owning his own car repair and detail business. He joined our staff with over 5 years of technical automotive certifications. His background allows him to see what others do not see. Will served as our Commercial Property Manager for over 5 years. He managed and directed the maintenance department of our business with proficiency in every facet of property management including roof maintenance, electrical, plumbing, HVAC, etc.

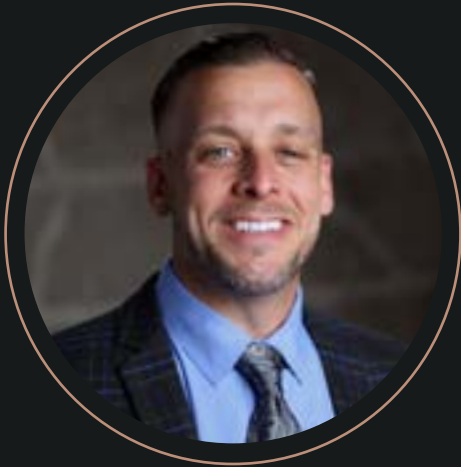
Since then, Will has now been promoted to Chief Operating Officer. Will now helps oversee all daily business activities, whether it be advising in the maintenance department, coordinating and facilitating real estate transactions, as well as managing our marketing team. Will helps provide management and leadership to our staff on a daily basis. Will has developed excellent communication skills, which has allowed him to help our team members continue to grow and flourish. Will is the face of Crossroad Ventures Group. His tactful personality has helped him not only gain the respect of his fellow staff, but from our clients and vendors as well. Will's 7 years of experience have molded him into a leader who is ambitious and one who always takes initiative.

Will also used to own and operate his own mobile auto detailing business so he knows the importance of a clean car.

Crossroad Ventures Group is a better place to do business with Will Esway at the helm as Chief Operating Officer.

DAVID BEAL

Maintenance Director



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107 Center Street
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David Beal

David joined Crossroad Ventures Group in early 2018. He is a US Army combat veteran who served in Sadr City, Iraq in 2004. He brings a diverse skill set obtained from his background in janitorial, commercial fishing, boat building, welding, automotive maintenance, and construction. He joins our staff with great accolades. His legacy of service allows him to see what others do not see.

David interfaces with every facet of the building maintenance component in real estate. He oversees all aspects of the maintenance required for each of our clients. David is proficient in all areas of roof maintenance, electrical, plumbing, fire sprinkler suppression system, fire alarm monitoring, landscaping, HVAC, glazing, custodial services, tenant improvement coordination and oversight lighting systems, elevator systems maintenance, backflow prevention, pest service, building security, asphalt maintenance and storm drainage.

When it comes to building maintenance, tenant retention is paramount. The greatest task of an excellent property manager is to provide excellent tenant customer service. David embodies excellent communication skills and technical writing skills to garner tenant satisfaction even with the most critical emergencies. He is responsive and personal. He is the face of Crossroad Ventures Group and every client we represent as a Landlord. He provides the necessary direction for all of our clients maintenance needs.

TESTIMONIAL

Jim has the background in real estate development, construction management and brokerage service that make his package a complete service to those who want their project to move forward with minimum resistance. He is able to work through the permit process, the architectural design process, the shell and core construction and TI specification and completion. His recommendations are knowledgeable, timely, thorough and cost and market sensitive. He has good rapport with the contractors, architects and city officials and works with them efficiently.

As to his personal characteristics, he is reliable, thorough, efficient, responsive and ethical. He deserves your strongest consideration for your venture and has my highest regard.

— Steven L. Taggart, SKCS Development

TESTIMONIAL

It is with great pleasure that I offer my strong endorsement of Crossroad Ventures Group. From assisting us with locating the right opportunity and developer to guiding us through the negotiation process, Crossroad Ventures Group's expertise proved invaluable. Throughout each of the many steps of our project, Crossroad Ventures Group was right there offering solutions in the most professional manner. We are thrilled with our office building and look forward to having the opportunity of working with Crossroad Ventures Group in the future.

— Brad Barron, CLC Inc.

TESTIMONIAL

Mike Trainor is one of the most honest, hardworking, proactive and knowledgeable people I've met in the car wash industry. He has proven to be essential in our decision making when it has come to site assessment, site planing, equipment choices, tunnel construction and overall best in practice operations. If you are looking for honest and trusted guidance in this Industry I'd highly recommend Trainor Car-Wash Consultants, Inc.

— Trevor J. Knight, Owner/CEO Waterfly Express Wash, LLC

PAVILION

CAR CARE CENTER

FOR SALE

BUSINESS AND BUILDINGS SALE

2334 FAIR OAKS BLVD.,
SACRAMENTO CA, CA 95825

Example Flyer



OFFERING MEMORANDUM

- PURCHASE PRICE: \$1,200,000
- PROPOSED 10-YEAR LEASE
- FULL SERVICE CAR WASH
- LONG TERM LAND LEASE
- CAR WASH TUNNEL 130 FEET LONG
- 3 BUILDINGS ON SITE
- QUICK LUBE BUILDING: +/- 2,120 SF
- CAR WASH TUNNEL/GIFT SHOP:
+/- 4,737 SF
- NEW LUBE/DETAIL BUILDING:
+/- 3,052
- TRAFFIC COUNT: +/- 40,000 CPD
- DO NOT DISTURB TENANT
- DO NOT SPEAK WITH STAFF
- TOUR BY APPOINTMENT ONLY
- BEST OF SACRAMENTO CAR WASH
- GIFT SHOP: 700 SF
- DETAILED EQUIPMENT LIST (On
PAGE 5)
- UP TO FIVE VACUUM LANES
- ACTIVE RETAIL AREA
- ACROSS FROM PAVILIONS
SHOPPING CENTER

LISTED BY:

JIM ESWAY

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CROSSROAD
VENTURES GROUP

CLOSED

PAVILION

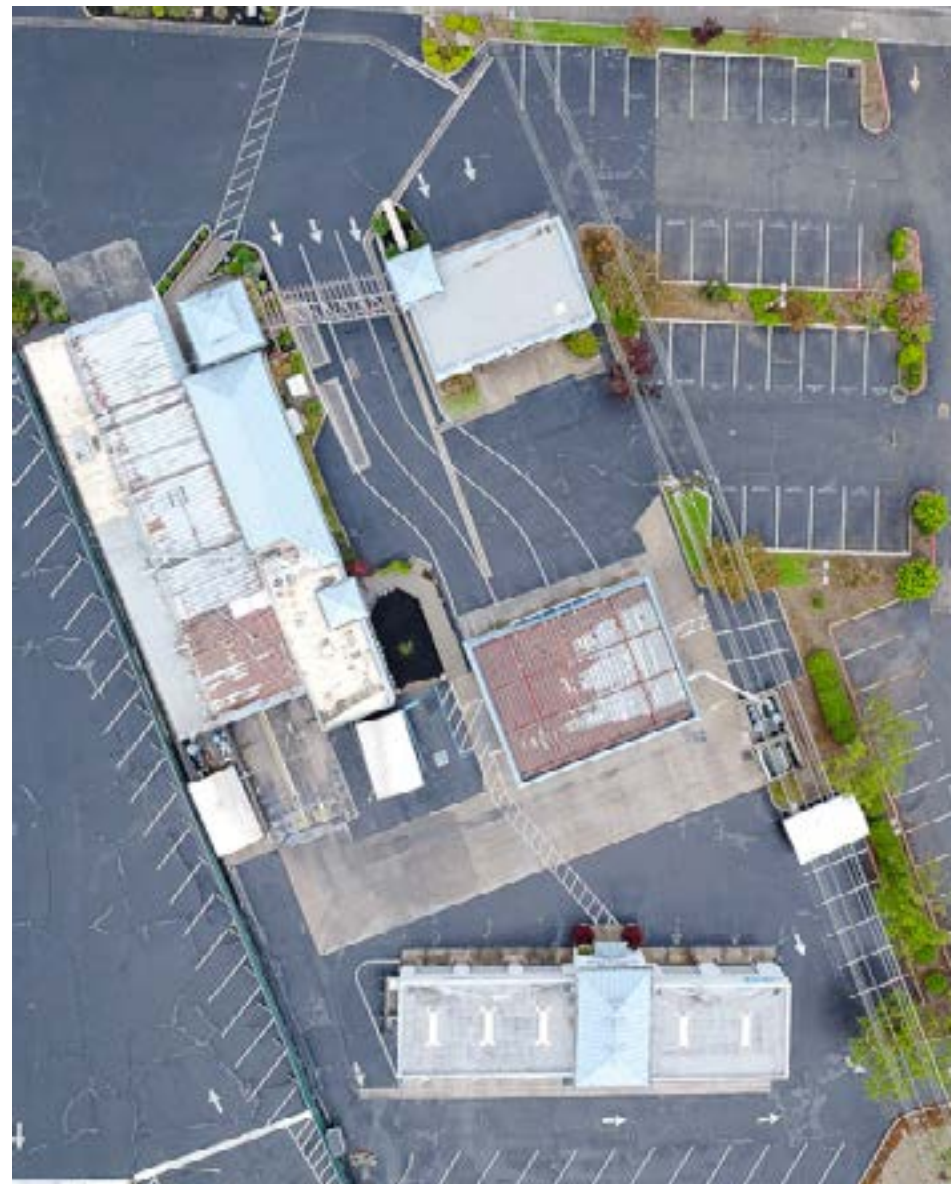
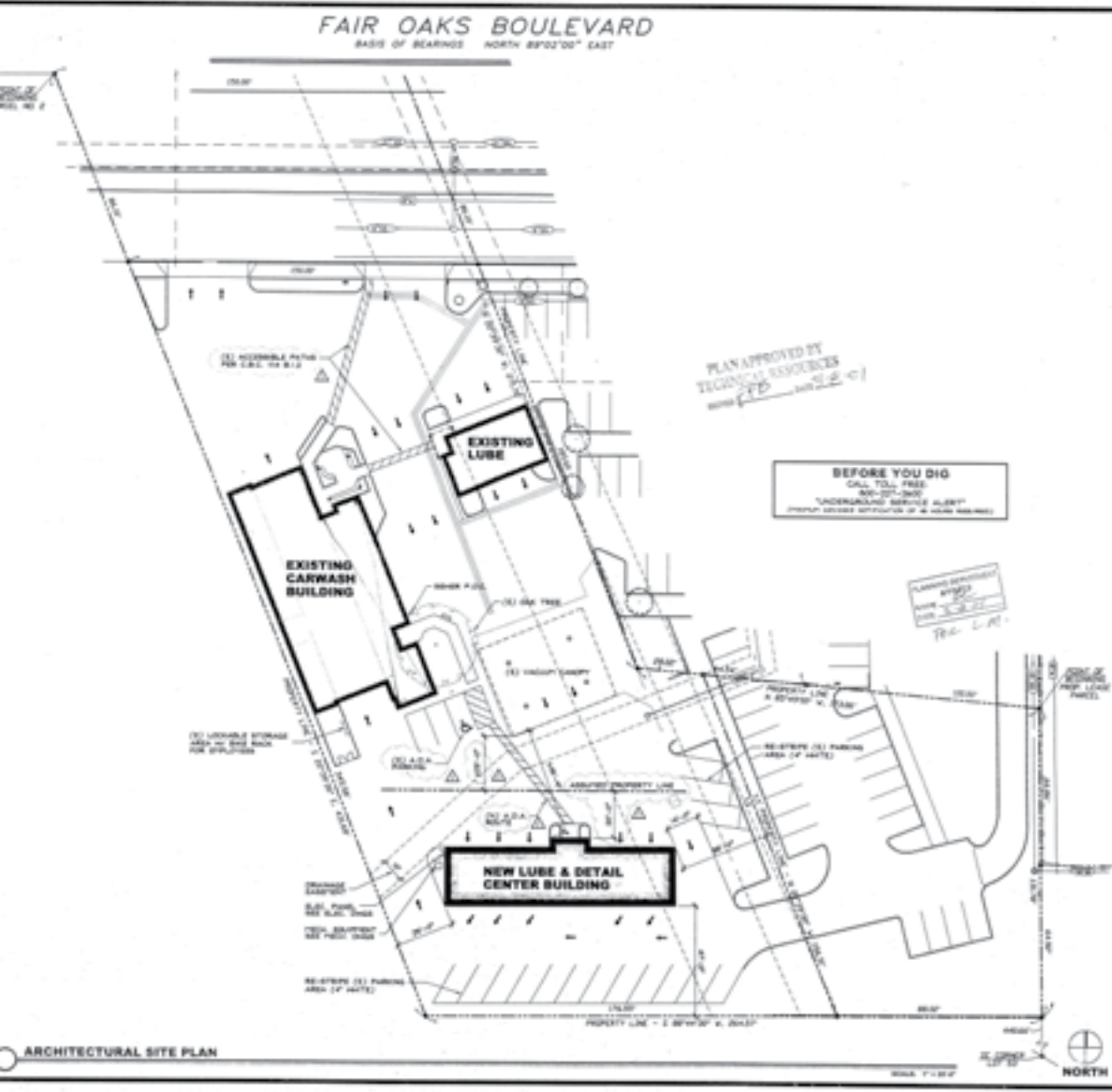
CAR CARE CENTER

FOR SALE

BUSINESS AND BUILDINGS SALE

2334 FAIR OAKS BLVD.,
SACRAMENTO CA, CA 95825

Example Flyer



SITE PLAN

Broker makes no warranty or representation as to the accuracy or completeness of information provided by or to either party. Such data is submitted subject to errors, omissions, changing price, rental terms, withdrawal without notice, and any special listing conditions imposed by the principals.

CROSSROAD
VENTURES GROUP

PAVILION

CAR CARE CENTER

FOR SALE

BUSINESS AND BUILDINGS SALE

2334 FAIR OAKS BLVD.,
SACRAMENTO CA, CA 95825

Example Flyer

Car Wash Cleaning Equipment

1. Micro Logic POS System
 - Updated Servers, POS Terminals, Hand Held Units
2. Car Wash Tunnel Length 130'
 - Micro Logic Tunnel Controller
 - Entry Photo Eye
 - MacNeil Conveyor
 - Chain Replaced
 - Hydraulic Motor Replaced
 - Peco Top Brush – (Foam Replaced)
 - Peco Combo Unit – High Side Wraps with Mitter Curtain – (Foam & Material Replaced)
 - MacNeil Wheel Boss
 - High Side Wraps
 - MacNeil Flash Dryers
 - Peco Wind Shear Dryers
 - Chemical Delivery Board
 - Two (2) Unimac 202 Towel Washers
 - Two (2) Spencer Vacuums
 - New Vacuum Piping System
 - Water Heater (Tunnel)

Detail Center Equipment

1. Clorox 360 Disinfectant Machine
2. Five (5) Shampoo Extractors
3. Rhino-Mat Mat Cleaning Machine
4. Two (2) Household Washing Machines
5. Two (2) Household Dryers

General Equipment

1. Main HVAC – Annual Service Contract
2. Kitchen HVAC
3. Rear building HVAC
4. NorCal Ice Machine
5. Security Camera System
6. Exterior Paint on All Buildings Recently Painted
7. Outdoor Lighting
8. Three (3) Air compressors (Tunnel, Detail, Quick Lube)
9. Drink Cooler Gift Shop

Quick Lube Equipment

1. Micro Logic POS system
 - Updated Terminals, Hand Held Units, Printer, Static Sticker Printer
2. Hydraulic Vehicle Lift (Rear Building)
3. Safety Nets (Front Building)

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CROSSROAD
VENTURES GROUP

PAVILION

CAR CARE CENTER

FOR SALE

BUSINESS AND BUILDINGS SALE

2334 FAIR OAKS BLVD.,
SACRAMENTO CA, CA 95825

Example Flyer



GIFT SHOP

Photos

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CROSSROAD
VENTURES GROUP

EXAMPLE OF CONFIDENTIAL LISTING



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[Buy a Franchise](#) ▾

[Sell a Business](#) ▾

[Tools & Advice](#) ▾

[Business Brokers](#) ▾

[BrokerWorks](#) ▾

Northern California/Sonoma County Full Service Car Wash For Sale

California



Asking Price: **\$7,500,000** ⓘ

Cash Flow: **\$832,375** ⓘ

Gross Revenue: **\$1,679,500** ⓘ

Inventory: **\$50,000** ⓘ

EBITDA: **\$735,372** ⓘ

Real Estate: **\$7,000,000**

FF&E: **\$100,000** ⓘ

Established: **N/A**

[Save](#)

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[Valuation Report](#)

Business Description

Premier Fully Service Car Wash Business For Sale

Contact Form

Full Name

Your Phone

Your Email

\$ Amount you could invest
(from currently available funds)

Purchase Timeframe months

Optional Message

Learn to use your IRA/401K to buy a business:
Guidant Financial (min. \$50K needed in IRA/401K)

[Send Message](#)

By clicking the button, you agree to BizBuySell's
[Terms of Use and Privacy Notice](#)



Business Listed By:
Jim Esway
Crossroad Ventures Group

[View My Listings](#)

[Phone Number](#)

PROJECTS



Waterfly Express Car Wash Multiple Locations
Splash Express Car Wash multiple locations
5 Star Car Washes two locations
Quick Quack Express multiple locations
Super Clean Xpress Multiple locations
Clear Drop Express Car Wash Manteca
Royal Coach Express Woodland
Raley's Aisle 1 multiple fuel stations
Sparkles Car Wash Woodland
Sud Bros Car Wash & Detail multiple locations
Super Clean Car Wash Multiple Locations
Pavillon Car Wash Sacramento
Gillys Express Car Wash Elk Grove
Chevron Express Elk Grove
Red Hawk Casino
Cache Creek Casino
Top Gun Car Washes
Collax Car Wash
Bayliss Clear Lake Car Wash
Car Max Multiple locations





your real estate compass.